

**BEFORE THE
PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA
DOCKET NO.: 2020-243-T | Grace Logistics & Movers, LLC**

In Re: Application of Grace Logistics)	
& Movers, LLC for Class E (HHG))	
Certificate Household Goods, as defined)	AFFIDAVIT OF BRIAN JOHNSON
in S.C. Code Ann. Regs S103-210(1):)	
Between Points and Places in S.C.)	

PERSONALLY, appeared before me, Brian Johnson who being duly sworn, deposes and states as follows:

1. My names is Brian Johnson and I am a realtor at Excel Real Estate, LLC in Columbia, South Carolina. My business address is 3710 Landmark Drive Suite 113 Columbia, SC 29204.
2. I am giving the affidavit in support of the application of Grace Logistics & Movers, LLC Carolina Procurement Institute, LLC, for a Class E (HHG) Certificate Household Goods.
3. I sell residential and commercial real estate. Prior to getting into real estate, I worked in law enforcement with the South Carolina Department of Corrections as an internal affairs investigator. I have lived in Kershaw County all of my life. My company provides real estate services to customers who seek to buy and or sell residential and commercial properties.

4. Currently, I have a mix of about 95% percent residential and 5% commercial. Presently, business is profitable because of the low mortgage interest rates. There has been a high demand for purchases and sales.
5. I have noticed an increase in residential real estate sales resulting in unusual demand for relocation, an increase in new home construction and an increase in the amount of military families retiring to the Midlands area based upon cost of living and access to Military Post and VA Hospitals.
6. I believe that the expansion of hospital systems, the expansion of retail and residential housing in the downtown Columbia area may be connected to the construction of new residential and commercial properties in my market area.
7. I am familiar with people moving to the area because of the tourism industry, the military bases, and the University of South Carolina school system.
8. I am familiar with local companies like Two Men and a Truck and Soda City Mowers and national companies like Allied Van Lines.
9. I believe that the market can sustain another moving company. Although, the market has many, not all of them are able to provide excellent customer service
10. I have a list of preferred vendors that I reference so that I am certain that my customers have a smooth home buying experience. I am often asked for referrals by new homeowners.
11. Mr. Jenkins and I attend the same church and I have known his for quite a while. If his company gets the certification or gets the authority it is seeking in this application, I would

definitely place him on my preferred vendor list.

FURTHER THE AFFIANT SAITH NOT

I certify that the foregoing statements made by me are true. I am aware that if any of the foregoing statements made by me are willfully false, I am subject to punishment by contempt.



Brian Johnson